## We claim:

1. For a peripheral that during normal operation, connects to a host computer through a cable containing a controller, a demonstration system comprising:

a controller of a type employed in the cable that connects the peripheral to the host computer during normal operation; and

a memory that is external to the peripheral, contains demonstration data, and is coupled to the controller to enable the controller to read the demonstration data from the memory for the peripheral to perform a demonstration without being connected to the host computer.

- 2. The demonstration system of claim 1, wherein the peripheral is a printer.
- 3. The demonstration system of claim 2, wherein:

the controller in the cable operates to format data from the host computer for a print operation of the printer; and

the controller in the demonstration system operates to format data from the memory as required for the print operation of the printer.

- 4. The demonstration system of claim 1, wherein the demonstration further comprises:
  - a socket having a pin layout for connection to the printer;
  - a first enclosure containing the controller; and
  - a second enclosure containing the memory.
- 5. The demonstration system of claim 4, wherein the socket, the first enclosure, and the second enclosure are substantially identical to matching elements of the cable that connects the peripheral to the host computer during the normal operation.
- 6. The demonstration system of claim 1, wherein the memory is a non-volatile memory.

- 7. The demonstration system of claim 1, wherein the controller is operable in a first mode and a second mode, wherein in the first mode, the controller boots from an internal memory, and in the second mode, the controller boots from the external memory.
- 8. The demonstration system of claim 7, further comprising circuitry connected to the controller to cause the controller to operate only in the second mode.
- 9. The demonstration system of claim 7, wherein the external memory further comprises demonstration code that the controller executes.
- 10. The demonstration system of claim 1, wherein the external memory further comprises demonstration code that the controller executes.
- 11. A method of making a demonstration system for a printer, comprising:
  connecting to the printer a cable containing a controller that is of a type used in a
  printer cable that connects the printer to a host computer during normal operation of the
  printer; and

storing demonstration data in a memory; and

connecting the memory to the cable to enable the controller to read the demonstration data from the memory and format the data for the printer.

- 12. The method of claim 11, wherein the controller has a computer interface and a memory interface, the computer interface is connected through the printer cable to the host computer during normal operation, and wherein connecting the memory comprises connecting the memory through the cable to the memory interface.
- 13. The method of claim 12, wherein the computer interface implements a protocol for serial communication with the host computer and the memory interface implements an interface for access in a non-volatile memory.
  - 14. The method of 13, wherein the computer interface implements the protocol

required for connection to a universal serial bus, and the memory interface implements accesses to a serial EEPROM.

15. The method of claim 12, wherein the memory interface comprises circuitry for access of non-volatile memory.